



Cognizant® Franchise Collaboration Hub

A fully integrated franchise accounting hub for end-to-end visibility and control

From restaurants and retailers to commercial and residential services, franchising contributes nearly \$900 billion to the US economy annually. It's a staggering figure; almost 3% of the country's gross domestic product (GDP), in fact.

But the reality is that it could be so much better, and revenue leakage is often to blame.

This is income earned that, for unintended reasons, isn't captured on the bottom line.

And it contributes to an estimated loss of 1 to 5% of EBITA each year.

It's time to plug that leak by uniting franchisors and franchisees around a single source of truth, enabling real-time integration for total financial visibility and control.

Here's how to make it happen.

¹<https://www.franchise.org/sites/default/files/2024-02/2024%20Franchising%20Economic%20Report.pdf>
²https://www.ey.com/en_be/consulting/revenue-leakage-how-do-you-identify-revenue-leakages-in-your-co



Let's streamline franchise management

To prevent revenue leakage, you must first understand its most common causes. Many franchisors store franchisee data in multiple disparate systems, creating silos across the organization that obscure financial visibility and generate costly inefficiencies.

The absence of automated self-reporting tools and a single, connected view across the franchise network can lead to:

Inconsistent

sales data being used to calculate franchise royalty fees

Slow, error prone

manual reporting that delays billing and receivables

Limited visibility

to franchisee performance, contracts, and obligations

In response, we created Cognizant® Franchise Collaboration Hub:

a modern, fully integrated accounting hub with all the financial tools and process automation solutions you need to manage even the most complex franchisee challenges.

The platform is built on Oracle Fusion Cloud ERP and Oracle Cloud Infrastructure for a simpler, more adaptable approach to financial process management.

Oracle Fusion Cloud ERP

is a complete, modern ERP suite that provides your teams with advanced capabilities. This includes AI to help you automate manual processes, analytics to react to market shifts in real time, and automatic updates to stay current and gain competitive advantage.

Oracle Cloud Infrastructure

is a next-generation cloud solution designed to run any application, faster and more securely, for less. It's also the only cloud that delivers complete cloud services worldwide, across clouds, or in your data center.

So, no matter the scale of your operations, we can help you put a plug in revenue leakage for good.

Benefits for franchisors and franchisees

The Cognizant Franchise Collaboration Hub streamlines critical financial operations to enable a more efficient and transparent relationship between franchisee and franchisor.

Together, we can help your business:



Capture

sales and performance data in real-time from franchisee systems, including point of sale (POS)



Systematically calculate

contractual fees based on agreed obligations for more accurate billing and reporting



Automate

invoice generation for accounts receivable (AR) to accelerate franchisee payments and improve accountability



Enable

franchisees to upload profit and loss data, partially submit and adjust sales data, and manage pay groups in a self-service portal



Predict

sales fluctuations and acceptable variances with help from an intelligent data mining framework

Our highly scalable platform is purpose-built to handle brand expansions, mergers and acquisitions, and global franchisee deployments. And because it's delivered in the cloud, your accounting processes are always secure and compliant with the latest regional regulations.

Customer success spotlight

A global multi-brand restaurant realizes big savings

A global multi-brand restaurant company with more than 10,000+ restaurants and 1,000+ franchises across 25+ countries worked with Cognizant to improve cost controls and drive growth by standardizing key financial processes.



The company uses Cognizant Franchise Collaboration Hub to improve financial visibility and performance by connecting its global brands on a single, cloud-based ERP system.

This helps it streamline financial operations, enhance planning and forecasting, and accelerate mergers and acquisitions. As a result, 99% of its revenue is protected from leaking, helping it save hundreds of thousands of dollars per month and millions of dollars per annum.

Accelerate your Oracle Cloud journey with Cognizant

The Cognizant Cloud Accelerator asset suite includes everything you need to fast-track your Oracle Fusion Cloud ERP and Oracle Cloud Infrastructure transformation.

Cognizant Cloud Accelerator

Access 100+ pre-built digital assets to help accelerate cloud migration with zero downtime and up to 35% manual effort automation

Cloud Asset Library

Gain a repository of reusable generic technical assets developed based on learnings from 500+ cloud implementations

Cloud Central Reporting

Benefit from pre-built dashboards and industry-specific reporting capabilities to help you monitor and easily control your Oracle Cloud Infrastructure

Cloud Conversion Hub

Streamline the transform, validate, and load feature during the data conversion cycle, helping you save up to 30% in conversion efforts

Cloud Configurator

Accelerate cloud configuration cycles and minimize manual error with a flexible and adaptable automation solution built for global enterprise use



Why Cognizant?

As one of the world's leading professional services companies, we work with hundreds of franchises to modernize and automate their financial systems and processes.

With Oracle, a leading global provider of enterprise cloud computing, we can provide the proven support and best-in-class technologies you need to create a more efficient, collaborative, cost-effective franchise network.

Cognizant is also among the few global System Integrators with the largest multi-pillar Oracle Cloud implementation capability, with over 500 Oracle Cloud engagements across more than 75 countries.

[Learn more here.](#)



About Cognizant:

Cognizant (Nasdaq-100: CTSI) engineers modern businesses. We help our clients modernize technology, reimagine processes and transform experiences so they can stay ahead in our fast-changing world. Together, we're improving everyday life. See how at www.cognizant.com or @cognizant.



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